

From: dawn@dawnoneal.com [mailto:dawn@dawnoneal.com]
Sent: Saturday, October 22, 2005 7:36 PM
To: ATR-Real Estate Workshop
Subject: Real Estate IS Competetive!

Point 1: Real estate is a model of competition

The real estate industry is a model of competition that works. In an economy in which large, national corporations -- such as Wal-Mart and Microsoft -- dominate the marketplace, real estate stands apart. We are an industry made up predominantly of small businesses and independent contractors who represent the entrepreneurial spirit this country was founded on.

All of us serve localized markets where we compete for business every day. Fierce competition is fueled largely by the uniquely intense and personalized nature of the service we provide to our clients -- which, in turn, determines our future success through referrals and return business.

Barriers to entry are low. If you are willing to take the time to learn the business in your local market, pass the state license examination and adhere to the REALTOR® code of ethics, there is nothing to stand in the way of success in this industry. I had to learn the business and pass the state licensing examination, but it is my own work ethic, commitment to professional standards and dedication to client satisfaction that determine my success.

Even through the economic downturns our country has experienced in the past few years, our industry has continued to provide opportunity -- something I would say is confirmed by the thousands of new agents that join our profession every year and the over 2 million Americans who are now licensed to provide professional real estate services in communities across the country.

Nothing encourages a competitive business environment more than providing consumers with choice. In the residential real estate marketplace, consumers not only are able to choose from more than 76,000 brokerage firms and more than 1.2 million REALTORS®, but also from a variety of business models.

Point 2: MLSs are cooperatives, NOT public utilities

The MLS is a cooperative, broker-to-broker offer of cooperation and compensation that help both brokers and customers buy and sell homes. It is not a public utility, nor should it be.

The beauty of the MLS is that it allows real estate brokerages of every size to compete on a level playing field. It gives all of us access to an inventory of property listings that we are able to show and sell to our clients.

The MLS doesn't discriminate. All MLS members are treated equally, regardless of their size or their business model, and yet the rights of property owners and their listing brokers are respected. The rules of the MLS achieve a delicate balance between respecting the rights of listing brokers so they will continue to be willing to contribute their inventory of listings and permitting cooperating brokers the ability to show those listings and be assured of receiving compensation if they bring about a successful sale.

Point 3: The new ILD policy is a win-win for consumers and REALTORS®

From my perspective, the new policy is a win-win for consumers and REALTORS®.

It works for consumers because it gives home sellers a choice whether to permit marketing of their property on the Internet and in selecting an MLS member with whom they want to work. It allows them to "opt-in" and have their property displayed on other brokers' Web sites even if they are working with a broker who does not participate in sharing his listings for display by his competitors. And it works for REALTORS® because it gives us the right to control where our listings are displayed on the Internet.

Ethical behavior is the preferred model for any business but in Real Estate, it is absolutely essential to provide the level of service the public deserves. Those of us agents that have been in the business a long time welcome the new influx of agents to our field and hope they will uphold the examples of professionalism that preceded them. We do not want to prevent them from using our MLS ? in fact we encourage that as it provides the maximum security for the confidential information of our clients. However, we do expect them to support the privilege of utilizing the system in the same financial way that we do and pay their fair share of the dues to belong to the MLS.

Thanks, Dawn

SAVE THE DATE!

December 3rd, 8 AM - 11 AM: "Breakfast with Santa" Annual Client Appreciation Holiday Party. We are proud to host our 7th annual holiday event for our clients, family and friends. Logon & Register at [HYPERLINK "http://www.breakfastwithsanta.com/"](http://www.breakfastwithsanta.com/)www.BreakfastWithSanta.com

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2004 Local Chapter President of
Santa Clara Valley Chapter

Women's Council of REALTORS® [HYPERLINK "file:///C:/Documents%20and%20Settings/Dawn/Application%20Data/Microsoft%20Signatures/DAWN%20W%20ROSE_files/image004.jpg"](file:///C:/Documents%20and%20Settings/Dawn/Application%20Data/Microsoft%20Signatures/DAWN%20W%20ROSE_files/image004.jpg)

P.S. In the 19 areas of San Jose, I have personally lived in the following areas: Cupertino, Sunnyvale, Santa Clara, Campbell, North Valley, Los Gatos

and Willow Glen.

I have also helped Buyers buy or Sellers sell in the above areas plus
Saratoga, Evergreen, Blossom Hill, Morgan Hill, Santa Teresa, Alum Rock,
Berryessa, Milpitas, Central San Jose, Cambrian, Campbell, and Monte Sereno.

Outside Santa Clara County I have assisted clients in Monterey, Castro
Valley, Newark, Fremont, Discovery Bay/Brentwood, Merced, San Leandro &
Japan.

Would you please recommend our services to two of your friends, family
members, or co-workers that are interested in buying, selling, or
refinancing a home? Your advocacy is really appreciated!

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